

## Message Text

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ACTION NEA-10

INFO OCT-01 EA-06 ISO-00 L-03 EB-07 OFA-01 H-02 INR-07

DLOS-04 PRS-01 CG-00 DOTE-00 SS-15 TRSE-00 FMC-01

AGR-05 /063 W

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R 150547Z JUL 75

FM AMEMBASSY MUSCAT

TO SECSTATE WASHDC 1305

INFO USDOC WASHDC

AMEMBASSY BEIRUT

AMEMBASSY WELLINGTON

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E.O. 11652: N/A

TAGS: EFIS, BGEN, MU

SUBJECT: OMANGOV AWARDS FISHERIES DEVELOPMENT CONTRACT TO  
NEW ZEALAND FIRM

REF: MUSCAT 860 OF DECEMBER 11, 1974 (NOTAL)

1. THE OMANGOV LAST WEEK SIGNED A \$3.7 MILLION CONTRACT WITH  
A NEW ZEALAND FIRM, ARAPCO, TO DEVELOP OMAN'S FISHING INDUSTRY.  
THE CONTRACT CALLS FOR ARAPCO TO PROVIDE THREE SIXTY-FIVE  
FOOT TRAWLERS, A 3000-TON COLD STORAGE FACILITY (WHICH WOULD  
ALSO BE USED FOR MEAT AND DAIRY PRODUCTS), A FISH PROCESSING  
AND PACKAGING PLANT, AND AN ICE PLANT. THE SHORE FACILITIES  
WOULD BE LOCATED IN THE MUTRAH PORT. ARAPCO HAS BEEN GIVEN A  
SEPARATE MANAGEMENT CONTRACT, BASED ON A FIXED FEE AND A PER-  
CENTAGE OF THE PROFITS, TO RUN THE TRAWLERS AND THE SHORE  
FACILITIES.

2. MARDELA INTERNATIONAL, A US FIRM WHICH HAS BEEN UNDER  
CONTRACT WITH THE OMANGOV SINCE 1971 FOR A MARINE RESOURCES  
SURVEY (IN ASSOCIATION WITH FMC AND DEL MONTE), WAS EXPECTING  
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TO BE AWARDED A FOLLOW-ON CONTRACT AFTER THE SURVEY WAS COMPLETED

LAST SPRING. LOCAL MARDELA REPRESENTATIVE WAS SURPRISED AND DISAPPOINTED BY DECISION OF THE MINISTRY OF AGRICULTURE AND FISHERIES TO AWARD THE CONTRACT TO ANOTHER FIRM. THE ARAPCO CONTRACT IS IDENTICAL WITH THE FIRST STAGES OF A PROPOSAL THAT MARDELA SUBMITTED TO THE OMANGOV IN APRIL 1975, WHICH IS NOT SURPRISING, SINCE ONE OF ARAPCO'S DIRECTORS HAS LONG HAD A CLOSE WORKING RELATIONSHIP WITH MARDELA IN OMAN.

3. MARDELA IS NOW SEEKING TO STAY ON HERE IN AN ADVISORY POSITION WITH THE OMAN DEPARTMENT OF FISHERIES. THE COMPANY HAS PREPARED A FIVE-YEAR PLAN WHICH CALLS FOR SEVERAL MARDELA REPRESENTATIVES TO BE PLACED IN HIGH POSITIONS IN THE DEPARTMENT TO DEAL WITH LAW OF THE SEA AND BUDGETING. IF THE MINISTRY DOES NOT ACCEPT, MARDELA WILL TERMINATE ITS ROLE HERE WITHIN A MONTH.

ZWEIFEL

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